

Message Text

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PAGE 01 STATE 201999

73

ORIGIN EB-07

INFO OCT-01 ARA-06 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-07 NSAE-00 CIEP-01 FAA-00 L-03

SS-15 NSC-05 SSO-00 NSCE-00 INRE-00 /059 R

DRAFTED BY EB/OA/AVP:SCKEITER:JO

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EB/AN - AJRIMAS

CAB - HASWALL (SUBS)

ARA/CAR - FTUMMINIA

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FM SECSTATE WASHDC

TO AMEMBASSY PORT OF SPAIN IMMEDIATE

INFO AMEMBASSY LONDON

AMEMBASSY BRIDGETOWN

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E.O. 11652: N/A

TAGS: EAIR, TD

SU0J: CIVAIR - NOTICE OF DISSATISFACTION WITH BWIA
FILING OF GIT FARES BETWEEN ST. LUCIA AND THE U.S.

1. EMBASSY REQUESTED TO TRANSMIT TO HOST GOVERNMENT
SOONEST, AND IN ANY EVENT NO LATER THAN AUGUST 17, A
NOTICE OF DISSATISFACTION WITH GIT FARES FILED BY BWIA
FOR EFFECTIVENESS BETWEEN ST. LUCIA AND THE U.S. WHILE
WE DO NOT WISH TO REFER SPECIFICALLY TO THE U.S.-U.K.
AIR SERVICES AGREEMENT, WE DO WISH TO DELIVER THE
NOTICE IN TIME TO BE IN CONFORMITY WITH ITS RATE
PROVISIONS.

2. NOTE SHOULD BE ALONG FOLLOWING LINES:
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PAGE 02 STATE 201999

QUOTE:REFERS TO A JULY 30 FILING BY BRITISH WEST INDIAN AIRWAYS (BWIA) WHICH PROPOSES NEW GROUP INCLUSIVE TOUR (GIT) FARES FOR EFFECTIVENESS SEPTEMBER 1, 1976, BETWEEN NEW YORK AND MIAMI, AND ST. LUCIA, W.I. THE UNITED STATES GOVERNMENT WISHES TO EXPRESS ITS DISSATISFACTION WITH THESE PROPOSED FARES, WHICH APPEAR TO BE UNECONOMIC AND DILUTIONARY. UNQUOTE.

3. FYI: BWIA'S ONLY JUSTIFICATION FOR ITS FILING WAS A ST. LUCIA GOVERNMENT ORDER, APPARENTLY FOR THE PURPOSE OF ENCOURAGING TOURISM. THE NEW FARES WOULD BE 11-14 PERCENT LOWER THAN THE INCENTIVE GROUP FARE, WHICH IS THE LOWEST FARE NOW AVAILABLE, AND ABOUT 30 PERCENT LOWER THAN THE INDIVIDUAL INCLUSIVE TOUR FARE, NOW THE PRIMARY (MOST USED) PROMOTIONAL FARE. SINCE THE PROPOSED GIT FARES WOULD HAVE ONLY MINIMAL CONDITIONS, THEY WOULD BE EXTREMELY LIKELY TO DIVERT EXISTING TRAFFIC AWAY FROM HIGHER FARES, THUS REDUCING AIRLINE REVENUES. EASTERN AIRLINES HAS ASKED THE CAB TO SUSPEND THE PROPOSED FARES, AND A DECISION WILL PRESUMABLY BE FORTHCOMING SHORTLY. END FYI. ROBINSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CIVIL AVIATION, AIR FARES
Control Number: n/a
Copy: SINGLE
Draft Date: 13 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: coburnhl
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE201999
Document Source: CORE
Document Unique ID: 00
Drafter: SCKEITER:JO
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760312-0682
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760854/aaaabuwd.tel
Line Count: 82
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: coburnhl
Review Comment: n/a
Review Content Flags:
Review Date: 24 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <24 MAY 2004 by BoyleJA>; APPROVED <08 SEP 2004 by coburnhl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: n/a
TAGS: EAIR, TD, US, BWIA
To: PORT OF SPAIN
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006